

**MAXWELL C. KING CENTER FOR THE PERFORMING ARTS, INC.
EASTERN FLORIDA STATE COLLEGE
BOARD OF DIRECTORS MEETING**

December 4, 2024
4:00 p.m.

Maxwell C. King Center for the Performing Arts
Board Room - 009-219

MEMBERS PRESENT: Anthony Catanese, Chair; Tom Molnar, Vice Chair; Steve Bierbrunner, Treasurer; Thomas Fox; Darcia Jones Francey; Nancy Dwyer; Michael Grieves; Robert Naberhaus; and Mitch Varnes

MEMBERS ABSENT: Brian Curtin; Howie Dorough; Christine Lance; Rita Moreno; James Richey; Greg Watson; and Scott Widerman

STAFF PRESENT: Jessie Boyd; Ricky Gonzales; Laura Maxwell; and Bob Papke

OTHERS PRESENT: Scott Glover and Ed Flanagan, Glover, Orndorf & Flanagan; and Debbie Caldwell

1. CALL TO ORDER

Dr. Catanese called the meeting to order at 4:02 p.m. after determining a quorum.

2. PUBLIC COMMENTS

Dr. Catanese reported there were no public comments.

3. APPROVAL OF MINUTES

Dr. Catanese asked if everyone had a chance to review the minutes. Dr. Fox clarified that in the Planned Giving section of the minutes, they were not asking for the College to manage the investments. Dr. Fox suggested either removing the statement or adding the clarification that they would like to have it managed like the Foundation. Dr. Fox motioned to approve the meeting minutes dated September 4, 2024, with suggested edits. Ms. Francey seconded the motion. **Action:** Motion carried unanimously.

*Meeting paused at 4:04 p.m. for a tour of the renovated kitchen. Meeting resumed at 4:19 p.m.

4. FINANCIAL REPORTS

4.1 October 2024 Monthly Financial Statements

Ms. Maxwell reviewed the financial reports through October 31, 2024. Ms. Maxwell indicated that revenue is generated from investments and the expenditures are in line with the budget. Ms. Maxwell noted that \$1,369,105.33 was withdrawn from the Wells Fargo Money Market for the completed back-of-house projects, a transaction not reflected in these reports or Mr. Glover's reports. Ms. Maxwell noted that an additional \$1,200,000 will be withdrawn from the endowment in January. Dr. Catanese inquired about the total amount approved for the renovations. Ms. Maxwell stated that \$2,600,000 was allocated and Mr. Papke used the remaining budget to purchase furniture and fixtures. Dr. Fox motioned to approve the October 2024 Financial Statements. Dr. Grieves seconded the motion. **Action:** Motion carried unanimously.

4.2 ASM Monthly Financial Statements

Mr. Gonzales reviewed the ASM Income Statement Forecast as of September 30, 2024. Mr. Gonzales reported that the year-to-date (YTD) revenue for AGI is \$376,290, compared to the YTD budget of \$388,395.39, resulting in a shortfall of \$12,104.48. Mr. Papke noted that business generally declines across the industry during Presidential elections, which is the trend currently being observed. Mr. Papke expressed optimism that business will recover in the next quarter, indicating that the downturn should not have a lasting effect on the budget. Mr. Gonzales continued reviewing the expenses, with total YTD operating expenses at \$661,889.63 compared to a budgeted amount of \$670,950.00, reflecting an under-budget status of \$9,062.37. Mr. Gonzales stated that the actual EBITDA is \$285,589.72 versus a budgeted figure of \$282,556.27, resulting in a loss of \$3,042.45. Dr. Grievess motioned to approve the ASM Financial Statements. Mr. Molnar seconded the motion. **Action:** Motion carried unanimously.

5. COMMITTEE REPORTS

5.1 Investment-Finance Committee

Mr. Bierbrunner reviewed the changes made to the investment policy during the November Investment Finance Committee meeting. He requested that Mr. Glover present the investment report. In his presentation, Mr. Glover discussed the year-to-date (YTD) market performance, noting that the individual indices have shown excellent performance. Mr. Glover mentioned that there is currently \$7,744,157 remaining in the portfolio after transferring \$1,374,637 from the money market to the college for renovations.

Mr. Glover stated that the portfolio is very close to its target asset allocations. He reported that the YTD net invested capital is \$6,714,322, with a market value as of November 30, 2024, of \$7,744,700. This reflects investment results of \$1,030,378, resulting in a return of 15.28%. He highlighted that the total return since the portfolio's inception is \$4,909,265. Mr. Glover said that the portfolio is performing as expected due to the asset allocations and that the markets have outperformed expectations.

Dr. Catanese announced that Mr. Glover's investment results were better than those of Ivy League institutions endowments. Mr. Glover provided details, stating that Princeton's return was 3.9%, Harvard's was 9.6%, Columbia's was 11.5%, Brown's was 11.3%, and the King Center achieved a return of 15%. The Board acknowledged and applauded the great work done by Mr. Glover.

5.2 Audit Committee

Dr. Grievess announced that the audit is slightly behind schedule and requested an update from Ms. Maxwell. Ms. Maxwell responded that the audit is nearly complete, with no known issues, and that a draft should be available soon. Dr. Grievess inquired whether we need to prepare a Form 990. Ms. Maxwell confirmed that we do, stating that the auditors will handle the preparation. Dr. Grievess then mentioned that once the audit is finished, the Committee will have a meeting to review the audit and recommend its acceptance at the next Executive Committee meeting.

5.3 Fundraising/Development Committee

Ms. Francey mentioned that they are planning to hold a fundraising meeting. Mr. Papke suggested contacting Ashley Dillow for coordination. Ms. Francey inquired whether the kitchen will be ready in January. Mr. Papke responded that the kitchen renovation is complete; they are just waiting for gas installation and the final inspection.

Dr. Catanese noted that the Crown Club has been very busy and proposed finding a way to leverage Crown Club attendance for fundraising efforts. Dr. Fox added that all the BSO supporters receive invitations to the Crown Club. Ms. Francey clarified that these individuals are invited not solely because they have donated, but with the intention of encouraging further donations. Mr. Papke praised Madysen Brutto for successfully growing Crown Club membership and enhancing sponsorships. Mr. Papke mentioned that they believe they can convert many Crown Club members currently paying \$99 into the new space in room 168.

5.4 Nominating Committee

Dr. Catanese provided a report on the Nominating Committee in Ms. Lance's absence. Dr. Catanese introduced Ms. Debbie Caldwell as a potential new Board member. After asking Ms. Caldwell to leave the room, the Committee unanimously agreed to approve her as a member of the Board of Directors. Ms. Caldwell expressed her excitement about joining the Board and her hope to make a meaningful difference.

5.5 Governance Committee

Dr. Catanese announced that Stephanie Moss Dandridge has submitted her resignation to the Board and noted that there is no immediate need to utilize the Committee. Dr. Grieves mentioned that there is no executive management referenced in the Bylaws, and the Bylaws do not specify who is responsible for the management of the Corporation. The Committee discussed options for updating the Bylaws to address this issue. Ms. Maxwell suggested waiting until after the new contract is signed before making any updates to the Bylaws.

5.6 Planned Giving Committee

Dr. Fox stated that they are working to get a meeting together with Mr. Parker, Ms. Maxwell, EFSC Foundation and himself to make sure everyone is on the same page to move forward.

6. BUSINESS ITEMS

6.1 FY23-24 KCPA Affirmation of Use

Dr. Catanese informed the Board that he was signing the FY23-24 Affirmation of Use required by the College and that the King Center was utilizing the facilities and personal services outlined in the document.

7. ASM GLOBAL MANAGEMENT REPORT

Mr. Papke shared the plans for the buildout of Room 168. Mr. Papke highlighted recent shows and announced upcoming performances, including the newly announced 2025 Classic Albums

Live series. Mr. Papke reported that the acquisition of Legends is complete and expressed his excitement about the company's future.

Mr. Papke reviewed the latest updates to the King Center, which include the installation of a new security gate, security keypads, and a DiGiCo audio console. Mr. Papke commended the Marketing Team for their excellent work, particularly in digital marketing.

Mr. Papke also discussed the Bayside High School Encore Program, expressing enthusiasm for future opportunities to continue similar initiatives. Furthermore, Mr. Papke mentioned that they are close to finalizing a three-year sponsorship deal with Lexus. When Dr. Catanese inquired whether the sponsorship fees would increase, Mr. Papke responded that the marketing team is focused on developing a mutually beneficial and successful campaign, and he looks forward to its continuation.

Lastly, Mr. Papke indicated that they are working on a series featuring emerging country artists in the Studio Theater.

8. EFSC ADMINISTRATION REMARKS

No remarks

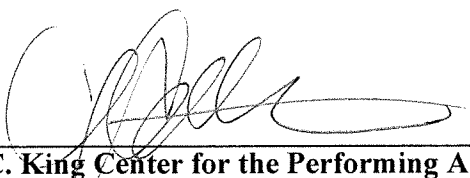
9. EFSC TRUSTEE REMARKS

No remarks

10. KING CENTER CHAIRPERSON REMARKS

Dr. Catanese mentioned that they are going to slow down on the reorganization since things are going well and the contract renewal coming up. Dr. Catanese stated he has been receiving requests about having weddings and special events at the King Center. Mr. Papke stated that he will let everyone know when everything is ready to go. Dr. Catanese reminded the board that their board dues include a \$1,500 Producer level membership to the Crown Club.

Meeting adjourned at 5:27 pm.

APPROVED: 
Chair, Maxwell C. King Center for the Performing Arts, Inc.

APPROVED: 
Secretary, Maxwell C. King Center for the Performing Arts, Inc.